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Message Text

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ACTION DOTE-00

INFO OCT-01 ARA-06 ISO-00 COME-00 TRSE-00 OMB-01 CIAE-00

INR-07 NSAE-00 RSC-01 /016 W
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P R 102155Z JAN 75
FM AMEMBASSY QUITO
TO SECSTATE WASHDC PRIORITY 0000
INFO AMCONSUL GUAYAQUIL

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E.O. 11652: N/A
TAGS: BEXP EC
SUBJECT: ROAD BUILDING EQUIPMENT PURCHASE FOR GOE PUBLIC WORKS MINISTRY

REF: A) QUITO 8416; B) QUITO 8569; C) STATE 277124;
D) STATE 280941; E) QUITO 8767; F) STATE 004114

1. ACCOMPANIED BY COMATT I CALLED ON PUBLIC WORKS MINISTER GENERAL PUMA TODAY TO ADVISE HIM OF CONTENTS OF REFTEL F. MINISTER WAS VERY APPRECIATIVE OF USG WILLINGNESS TO ASSIST.

2. PUMA STRESSED URGENCY OF OBTAINING EQUIPMENT SOONEST TO PERMIT ROAD BUILDING PROGRAM TO BEGIN THIS SPRING. HE FRANKLY STATED THAT IF HE COULD NOT RECEIVE ASSURANCE FROM US SOURCES OF OBTAINING DELIVERY OF SIGNIFICANT PORTION OF EQUIPMENT WITHIN THREE MONTHS, HE WOULD HAVE TO LOOK ELSEWHERE. ALSO, THIS ASSURANCE MUST BE RECEIVED WITHIN, OR HE WILL BE FORCED TO SUCCUMB TO PRESSURE FOR PUBLIC TENDER. I EXPLAINED TO PUMA THAT EXTENDED DELIVERY LEADTIMES NOW APPLY IN US AS ELSEWHERE, BUT THAT EMBASSY AND FHWA WOULD DO ALL POSSIBLE TO EXPEDITE DELIVERY. HE ASKED WHETHER SOME OF THE MATERIAL SOUGHT MIGHT BE IMMEDIATELY AVAILABLE FROM GOVERNMENT STOCKS. HE SAID GOE IS OBTAINING BANK FINANCING AND WILL PAY CASH.

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3. MINISTER EXPRESSED GREAT INTEREST IN RECEIVING IMMEDIATE

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VISIT OF ONE OR MORE FHWA OFFICIALS. PRINCIPAL REASONS ARE TO DISCUSS NEEDS, EXPECTED DELIVERY TIMES AND WORK OUT OTHER DETAILS OF AGREEMENT.

4. ACTIONS REQUESTED:
A. I PROMISED MINISTER I WOULD GIVE HIM FRANK ANSWER ON ANTICIPATED LEAD TIMES, AND WILL APPRECIATE RECEIVING SOONEST FROM FHWA AN ESTIMATE WITH WHICH WE CAN LIVE. I ASSUME THERE WILL BE DIFFERENT LEAD TIMES FOR DIFFERENT PIECES OF EQUIPMENT, AND WOULD LIKE TO HAVE THIS BREAK-DOWN.
B. IIIIS ANY OF THE EQUIPMENT SOUGH AVAILABLE FROM STOCKS?
C. PLEASE ADVISE IF AND HOW SOON A HIGH-LEVEL FHWA OFFICIAL, POSSIBLY ACCOMPANIED BY A TECHNICIAN, CAN BE IN QUITO TO DISCUSS DETAILS WITH MINISTRY. TARGET IS ONE WEEK, MAXIMUM OF TWO.

5. FINALLY, I AM PLEASED TO NOTE PROMPT ATTENTION BEING GIVEN THIS EXCEPTIONAL DIRECT SALES OPPORTUNITY BY FHWA AND STATE. CLEARLY, PUMA'S DESIRES ARE AMBITIOUS AND HE MAY NOT BE ABLE TO SATISFY THEM ANYWHERE. NEVERTHELESS, A PROMPT VISIT MAY SERVE TO BRING THE REALITIES OF THE WORLDWIDE SUPPLY SITUATION INTO FULL CONSIDERATION AND KEEP HIS EYES FOCUSSED ON THE US AS THE BEST SOURCE. PRESENT AND FUTURE SPARE PARTS ORDERS SHOULD PUSH THIS SALE WELL ABOVE U.S. $150 MILLION.
HEMENWAY

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